

**Modular 75 Hour NYS Salesperson Qualifying Program**  
Location: 2304 Wehrle Drive Williamsville NY 14221

**+Program Options+**

- Basic \$475** – Includes all basic materials necessary (\$15 for text all packages).
- Premium \$550** – Includes everything above, Android Tablet & discounts on CE
- Professional \$585** – Incl. everything above and **SIGNIFICANT** discounts on CE.

Missed sessions can be made up at subsequent sessions of future offerings at no extra charge.



Receive an Android Tablet when you upgrade to the Premium or Professional Package!

Mail payments to: WNY School of RE  
2304 Wehrle Dr. Williamsville NY 14221



*Modular means that if you start with Session D you'll finish in the next series with Session C (every night's a different topic so it's okay)!*

Session	Date	Topic	Time / Day or Evening
A	Mar 2	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Mar 3	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Mar 9	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Mar 10	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Mar 16	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Mar 17	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Mar 23	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Mar 24	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Mar 30	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Mar 31	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Apr 6	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Apr 7	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
NO CLASS	Apr 13	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening>>> Spring RE Conference for Educators
M & N	Apr 14	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Apr 28	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	May 4	Law of Agency	5:30 – 10:45pm / Tues. evening
C	May 5	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	May 11	Legal Issues	5:30 – 10:45pm / Tues. evening
E	May 12	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	May 18	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	May 19	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	May 25	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	May 26	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
NO CLASS	Jun 1	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening>>> Memorial Day Holiday
J & K	Jun 2	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Jun 8	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Jun 9	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Jun 15	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Tues. evening
A	Jun 29	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Jun 30	Law of Agency	5:30 – 10:45pm / Wed. evening
NO CLASS	July 6	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening>>> Independence Day Holiday
C & D	July 7	Legal Issues	5:30 – 10:45pm / Wed. evening
E	July 13	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	July 14	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	July 20	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	July 21	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	July 27	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	July 28	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Aug 3	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Aug 4	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Aug 10	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Aug 11	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Aug 24	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Aug 25	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Aug 31	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Sep 1	Legal Issues	5:30 – 10:45pm / Wed. evening
NO CLASS	Sep 7	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening>>> Labor Day Holiday
E & F	Sep 8	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Sep 14	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Sep 15	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Sep 21	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Sep 22	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Sep 28	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Sep 29	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Oct 5	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Oct 6	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

**Begin ANY Tues or Wed evening and finish about 7 weeks later!**

Text us 24 hours a day at: 914-768-8797

Students frequently begin after Session A – they love that every night is a different topic so they don't feel like they're missing anything!

If you choose our DAY option, pay \$550 & you're entitled to attend both day & evening classes – please note: NO discounts included on an Android tablet.

Text us  
24  
hours a  
day at:  
914-  
768-  
8797

A	Oct 19	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Oct 20	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
C	Oct 26	Legal Issues	5:30 – 10:45pm / Tues. evening
D	Oct 27	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
E	Nov 2	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
F	Nov 3	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
G	Nov 9	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
H	Nov 10	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
I & J	Nov 16	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Nov 17	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening

**No classes Thanksgiving Week**

L	Nov 30	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Dec 1	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Dec 7	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Tues. evening

**----- 2022 -----**

A	Jan 5	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Jan 11	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Jan 12	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Jan 18	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Jan 19	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Jan 25	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Jan 26	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Feb 1	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	Feb 2	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	Feb 8	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Feb 9	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Feb 15	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Feb 16	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Feb 23	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

A	Mar 2	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
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C	Mar 9	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
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E	Mar 16	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
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J	Mar 30	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
<b>NO CLASS</b>	Apr 5	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening>>>Spring RE Conference for Educators
K	Apr 6	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
L	Apr 12	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
M	Apr 13	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Apr 20	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

**Modular means that if you start with Session D you'll finish in the next series with Session C** (every night's a different topic so it's okay!)

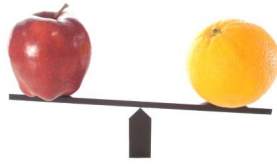
**Begin ANY Tues or Wed evening and finish about 7 weeks later!**

The minimum passing grade for the school and state exam is 70%. Please note: if you attend one evening there is a maximum of 50% you may be refunded – two or more evenings result in no refund should you change your mind. Lost or replacement certificates require a \$30 fee. We offer a review course for \$200 which includes all materials but you cannot re-take the school exam – tuition for the review program is for 6 months only. Your tuition is valid for 6 months – after this, a reactivation fee of \$150 applies to extend for an additional 3 months. If your initial tuition expires, the ability to extend is only valid for 6 months. Day class option is \$600 plus \$15 for text if bought with initial registration.

**Effective January 9, 2020 the textbook fee if purchased with the any package is \$15 (separate fee) or \$40 if purchased separately.**

Text us anytime for more information at:

**914-768-8797**



# Don't Compare Apples to Oranges!

Not all REAL ESTATE LICENSING SCHOOLS are the same

**Western NY RE&Broker  
Training School**

Most Other Schools

➤ Do you usually have to attend weekends as well as evenings?	No	Yes
➤ Do you have <b>online practice questions</b> included for additional review?	Yes	No
➤ Do you provide an AUDIO CD for my car for extra practice (or for my phone)?	Yes	No
➤ Do you provide an <b>ANDROID TABLET</b> to do practice questions easily anywhere?	Yes	No
➤ Do you have guest speakers who are specialists that add real world <b>CURRENT</b> info?	Yes	Sometimes
➤ Is there a <b>FREE REVIEW DVD</b> included to help with challenging parts of the program?	Yes	No
➤ Are there different packages available that will <b>SAVE</b> me money on future CE required?	Yes	No
➤ Do you allow past students to sit in on a few sessions for refresher if necessary?	Yes	No
➤ Are you the most affordable school west of Albany for <b>LIVE</b> training?	Yes	No
➤ If I sign up for the <b>ONLINE</b> class, can I attend some evening <b>LIVE</b> sessions?	Yes	No
➤ Do you offer financial aid or assistance?	Yes	No
➤ Do you offer a modular format that allows me to start and finish all necessary segments?	Yes	No
➤ Do you offer a 24 hour 7 day a week <b>TEXT ONLY</b> number if I have any questions?	Yes	No
➤ If I sign up for the <b>DAY PROGRAM</b> can I also take evening sessions to finish more <b>QUICKLY</b> ?	Yes	No
➤ Do you have instructors with various specialties teach various segments to bring in their specialized first-hand knowledge into the classroom?	Yes	No
➤ Some schools are located at very busy intersections (where you sit in traffic for <b>LONG</b> periods of time) is that an issue here?	No	Yes

**Please read:** If you have **ever** been convicted of any misdemeanor or felony anywhere, please contact the school as there are preliminary things you need to consider before applying for a NYS professional license. Students are encouraged to read the school refund policy located on our web site prior to registration. If you need to finish more quickly, pay just \$30 and come in to do our Instructor-led day sessions (each day equates to one evening class) offered Monday through Thursdays all year long. You can do this to make up sessions you missed OR wait and do it when it loops around again and then there's no fee. Speak to a representative for more information. We encourage you to read the complete brochure for this program for more information. With our modular program you can start ANY evening and complete less than 7 weeks later. For example, if you start on session D, you will complete in the next series on session C. Once we hand you your tablet in class there is no refund. Your tuition is good for TWO year from the date you begin. No more than 2 classes may be missed without the need to make up based on NYS minimum attendance requirements. This mandatory course prepares you to take the NYS exam which is offered weekly in downtown Buffalo. The minimum passing grade for the school and state exam is 70%. Please note: if you attend one evening there is a maximum of 50% you may be refunded – two or more evenings result in no refund should you change your mind. Lost certificates require a \$30 fee. We offer a review course for \$200 which includes all materials but you cannot re-take the school exam – tuition for the review program is for 6 months only.

**Effective January 9, 2020 the textbook fee if purchased with the any package is \$15 (separate fee) or \$40 if purchased separately.**



